Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

LIMITED OFFICIAL USE

PAGE 01 CALCUT 01039 200240Z
ACTION NEA-11

INFO OCT-01 ISO-00 EB-08 /020 W
----------129903 200241Z /66
P R 200156Z JUN 78
FM AMCONSUL CALCUTTA
TO USDOC WASHDCPRIORITY
AMEMBASSY NEW DELHI
INFO SECSTATE WASHDC 6712

LIMITED OFFICIAL USE CALCUTTA 1039

E.O. 11652: NA
TAGS: ETRD BTIO EMIN IN
SUBJECT: MAJOR U.S. TRADE OPPORTUNITIES: INDIA: BOKARO STEEL PLANT EXPANSION: ANNEALING FURNACES.

1. MR. C.L. SENGUPTA AND MR. D. GHOSE CALLED AT CONGEN TODAY TO INFORM US THAT THEIR COMPANY, WELLMAN INCANDESCENT INDIA LTD., IS MAKING A JOINT (APPROX 50-50) BID WITH LEE WILSON COMPANY OF THE US TO SUPPLY ABOUT $15 MILLION WORTH OF ANNEALING FURNACES TO THE STEEL ROLLING MILL WHICH IS PART OF THE EXPANSION OF THE BOKARO STEEL PLANT. THE PRINCIPAL OPPOSING BIDDER IS THE LUDWIG COMPANY OF GERMANY, IN COLLABORATION WITH WESTERWORK ENGINEERING OF BOMBAY, BUT ACCORDING TO OUR VISITORS IT IS RECOGNIZED ON ALL SIDES THAT THE LEE WILSON COMPANY HAS A TECHNICAL ADVANTAGE AND THEY BELIEVE MECON, THE INDIAN CONSULTING AGENCY (UNDER GOI MINISTRY OF STEEL) WHICH WILL EVALUATE THE FOREIGN BIDS PREFERS TO ACQUIRE AMERICAN EQUIPMENT. MECON'S PROCESSING OF FOREIGN BIDS IS LIKELY TO BE COMPLETED BY JULY 1978.

2. DETAILED TECHNICAL DISCUSSIONS CONDUCTED RECENTLY BY A MR. ROBERT HILL, VICE PRESIDENT OF LEE WILSON OF OHIO WENT VERY WELL AND STRENGTHENED
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 CALCUT 01039 200240Z

MECON'S BELIEF IN LEE WILSON'S TECHNICAL LEADERSHIP IN THIS FIELD, ACCORDING TO MR. SENGUPTA.

3. OUR VISITORS EXPRESSED SOME CONCERN AT THE POSSIBILITY THAT FACTORS BEYOND THE STRICTLY ECONOMIC AND TECHNICAL MIGHT INLFUENCE THE FINAL CHOICE OF SUPPLIER. THEY HOPED THAT IF NECESSARY THE USG WOULD

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

BE ABLE TO OFFER GOVERNMENTAL SUPPORT FOR AN AMERICAN BIDDER, SHOULD THIS BECOME NECESSARY, AT THE TOP DECISION-MAKING LEVEL OF GOI MINISTRY OF STEEL.
MR. SENGUPTA EMPHASIZED THE SUBSTANTIAL OPPORTUNITIES FOR PARTICIPATION IN THE INDIAN STEEL INDUSTRY WHICH WERE OPENING UP, PARTICULARLY AT BOKARO, BECAUSE OF THE INDIAN GOVERNMENT'S DECISION TO REMOVE THAT OPERATION FROM EXCLUSIVE TECHNICAL COOPERATION WITH THE SOVIET UNION.

4. UPON RECEIVING FUTHER BACKGROUND NOTE FROM WELLMAN INCANDESCENT, WE EXPECT TO PROVIDE FUTHER DETAILS BY A LATER CABLE.
LYDON

LIMITED OFFICIAL USE

NNN

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TRADE OPPORTUNITY REPORTS, STEEL PLANTS
Control Number: n/a
Copy: SINGLE
Draft Date: 20 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978CALCUT01039
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780256-0018
Format: TEL
From: CALCUTTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780641/aaaabjrc.tel
Line Count: 76
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 745fc785-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2290239
Secure: OPEN
Status: NATIVE
Subject: MAJOR U.S. TRADE OPPORTUNITIES: INDIA: BOKARO STEEL PLANT EXPANSION: ANNEALING FURNACES.
TAGS: ETRD, BTIO, EMIN, IN
To: COM NEW DELHI
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/745fc785-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014